

# Corporate Partnerships

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## Specific Responsibilities:

- Compilation of list of potential corporate partner leads
- Obtain partners and sponsors so that the organization has funds for programs and operations
- Have good communication skills and be able to articulate the benefits of partnership
- Have a flexible schedule and be willing to meet with potential corporate partners and learn about the potential partners business and motivations (face-to-face meetings is the best way to achieve success)
- Work closely with the conference chair and education director to ensure platinum speaking spots are being delivered
- Visit with corporate partners at chapter events and introduce them to members
- Attend monthly board meetings; chapter meetings and chapter activities
- Develop a corporate partner committee to assist in delivering benefits and following up on potential leads
- Development of ongoing benefits for sponsorship
- Invoice and collect sponsor dues (*done by ED*)
- Develop and coordinate recognition and appreciation programs for corporate partners